

**OFFICE OF THE
WASHINGTON STATE LIQUOR CONTROL BOARD
Work/Review Session/ January 17, 2006**

The regular meeting of the Washington State Liquor Control Board was called to order at 10:00 a.m., on Tuesday, January 17, 2006 in the Board conference room, 3000 Pacific Avenue S.E., Olympia, Washington, by Board Member Roger Hoen. Board Member Vera Ing was present. Tony Kim, Administrative Assistant to the Board summarized the minutes.

Retail Services Division: 10:00 – 10:20 A.M.

Staff Present: Eddie Cantu, District Manger

Topic Discussed:

Mr. Cantu recommended the appointment of Kent Nielson as the new Contract Liquor Store Manager for the Stevenson Contract Liquor Store (CLS), #503, effective February 1, 2006. After some discussion the Board asked him to bring these request to the January 18th board meeting for official approval.

Purchasing Services Division: 10:20 – 10:35 A.M.

Staff Present: Steve Burnell, Wine Program Manger; Cindy Doughty, Wine Buyer

Topic Discussed:

Mr. Burnell updated the Board on the third quarter wine pricing.

First thru Third Quarters						
	Top 100 Wines	%	LCB Wines w/o Top 100	%	All LCB Wines	%
Dollars	\$1,407,688.18	-13.21%	\$565,666.10	3.33%	\$820,953.60	-4.84%
Cases	43,086	-19.52%	879	0.41%	42,197	-9.66%

Washington Wine Month Cases Sales 2005 vs 2004

	<u>Total Cases</u>
2004	17,025
2005	<u>11,765</u>
Difference	(5,260) total
	(4,347) 32 WA SKU's in top 100
	82.64% Percentage of Total

Findings:

1. 32 Listed WA in top 100 wines accounted for 82.64% of the lost case sales
2. Of the 32 only 3 items showed an increase, two items were discontinued

Discussion followed. No decisions were at this meeting.

Work/Review Session

01/17/06

The meeting was adjourned at 10:35 A.M.

Merritt D. Long
Chairman

Vera Ing
Board Member

Roger Hoen
Board Member